

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 NEA-09 ISO-00 COME-00 XMB-04 FAA-00

DOT-00 CIAE-00 INR-07 NSAE-00 RSC-01 OMB-01 TRSE-00

FRB-01 CIEP-02 /045 W

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P R 031500Z FEB 75

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC PRIORITY 2672

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

FAA BRUSSELS

USINT BAGHDAD

UNCLAS BEIRUT 1557

DEPT PASS COMMERCE FOR COHEN AND EXIMBANK FOR YOUNG

E.O. 11652: N/A

TAGS: EAIR, IZ, BEXP

SUBJECT: IRAQI AIRWAYS REEQUIPMENT

REF: BAGHDAD 0068 AND 53

1. RCAA INFORMED TODAY BY BOEING'S BEIRUT OFFICE (CAL HOWARD) THAT IRAQI AIRWAYS, ON JANUARY 31, SIGNED CONTRACT VALUED IN EXCESS OF \$200 MILLION FOR EIGHT NEW BOEINGS. PACKAGE CONSISTS OF FOLLOWING: FOUR 747-270C CAROG/PASSENGER CONVERTIBLE AIRCRAFT EQUIPPED WITH NOSE-LOADING AND SIDE MAIN-DECK CARGO DOOR; POWERED BY PRATT & WHITNEY JT9D-7FW ENGINES (50,000 LBS. TAKEOFF THRUST WET); 800,000 LBS. GROSS TAKEOFF WEIGHT; CAPACITY APPROXIMATELY 220,000 LBS. OF CARGO OR 490 ALL-ECONOMY PASSENGERS. THREE ADVANCED 727-270 MEDIUM-RANGE TRIJETS POWERED BY PRATT & WHITNEY JT8D-17 ENGINES (16,000 LBS. TAKEOFF THRUST DRY), 191, 000 GROSS TAKEOFF WEIGHT, CAPACITY 165 ALL-ECONOMY PASSENGERS PLUS BELLY CARGO. ONE 737-270C TWINJET POWERED BY PRATT & WHITNEY JT8D-17 ENGINES, JOINING TWO AIRCRAFT OF SIMILAR TYPE DELIVERED TO IRAQI AIRWAYS DURING 1974.

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2. DELIVERY DATES ARE AS FOLLOWS: (A) 747-270C'S - JUNE, JULY AND DECEMBER (TWO AIRCRAFT), 1976; (B) ADVANCED 727-270'S - MARCH, APRIL, MAY, 1976; (C) ADVANCED 737-270C - JANUARY, 1976. THE EIGHT NEW AIRCRAFT WILL AUGMENT IRAQI AIRWAYS' PRESENT BOEING FLEET WHICH CONSISTS OF THREE 707-370C'S AND TWO ADVANCED 737-270C TWINJETS. THE NEW 747-270C'S WILL BE ADVANCED VERSIONS EQUIPPED WITH CATEGORY 3 AUTOMATIC LANDING EQUIPMENT AND SOPHISTICATED ONBOARD CARGO LOADING DEVICES. ALTHOUGH BOEING CONSIDERES THE FOUR 747-270C'S AS FIRM, HOWARD NOTES THAT THIRD AND FOURTH AIRCRAFT MAY BE CANCELLED, WITHOUT FINANCIAL PENALTY BY IRAQI AIRWAYS, NOT LATER THAN JUNE 30, 1975.

3. BOEING'S HOWARD INDICATES TOTAL VALUE OF PACKAGE AT APPROXIMATELY \$250 MILLION BUT THIS PROBABLY INCLUDES SEPARATE TECHNICAL ASSISTANCE CONTRACT NOW BEING NEGOTIATED BY THE BOEING COMPANY AND IRAQI AIRWAYS. RCAA ESTIMATES VALUE OF EIGHT-AIRCRAFT PACKAGE AT \$222 MILLION AS FOLLOWS: FOUR 747-270C'S - \$180 MILLION; THREE ADVANCED 727-270'S - \$33 MILLION; ONE 737-270C - \$9 MILLION.

4. THIS SALE REPRESENTS LARGEST COMMERCIAL AIRCRAFT TRANSACTION EVER NEGOTIATED IN THIS REGION AND REPRESENTS ANOTHER SETBACK TO AIRBUS INDUSTRIE A-300B. BOEING BEIRUT ALSO EXPRESSES APPRECIATION FOR SUBSTANTIVE SUPPORT AND ASSISTANCE OF USINT BAGHDAD DURING INTRICATE NEGOTIATION PERIOD.
GODLEY

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